

## Message Text

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PAGE 01 BONN 05177 01 OF 02 211828Z  
ACTION EB-08

INFO OCT-01 EUR-12 ISO-00 SS-15 MCT-01 PA-01 L-03  
CAB-02 COME-00 NSC-05 CIAE-00 FAA-00 DOTE-00  
INR-10 /058 W  
-----073841 212027Z /50S

R 211755Z MAR 78  
FM AMEMBASSY BONN  
TO SECSTATE WASHDC 6971  
INFO AMEMBASSY THE HAGUE  
AMEMBASSY BRUSSELS  
AMEMBASSY PARIS  
AMEMBASSY LONDON  
AMEMBASSY ROME  
AMEMBASSY BERN  
AMEMBASSY STOCKHOLM  
AMEMBASSY OSLO  
AMEMBASSY COPENHAGEN  
AMEMBASSY VIENNA  
AMEMBASSY LUXEMBOURG  
AMEMBASSY ATHENS

C O N F I D E N T I A L SECTION 01 OF 02 BONN 5177

E.O. 11652: GDS  
TAGS: EAIR, GW, NL  
SUBJECT: CIVAIR: STATE SECRETARY RUHNAU ON INTER-  
NATIONAL AVIATION

REF: (A) 77 STATE 269245 (EXDIS); (B) BONN 4921

1. DURING INTRODUCTORY COURTESY CALL BY RECENTLY  
ARRIVED ECON/COMMERCIAL MINISTER-COUNSELOR, STATE  
SECRETARY FOR TRANSPORTATION HEINZ RUHNAU VIGOROUSLY  
ATTACKED CURRENT USG POLICY ON INTERNATIONAL CIVIL  
AVIATION. HE SAID THE LOW FARES WE ARE INSISTING ON  
WILL BE DISASTROUS FOR TRANSATLANTIC CARRIERS AND MAKE  
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WORSE A SITUATION THAT IS ALREADY BAD. THE END RESULT,  
HE PREDICTED, WILL BE THAT CIVIL AVIATION WILL HAVE TO  
DEPEND MORE AND MORE ON GOVERNMENT SUBSIDIES.

2. RUHNAU ASSERTED THAT USG POLICY WAS THE RESULT OF  
PRESSURE FROM LOBBYISTS REPRESENTING THE U.S. AVIATION  
INDUSTRY. THESE LOBBYISTS ARE INTERESTED PRIMARILY IN

THEIR OWN PROFITS AND THE NEED TO MAINTAIN EMPLOYMENT. HE CHARGED THAT IT WAS THESE SAME LOBBYISTS WHO IN NOVEMBER 1977 PERSUADED THE USG TO MAKE A PUBLIC ANNOUNCEMENT (WHICH HE SAID THE FRG HAD PREVENTED ONLY WITH GREAT EFFORT) THAT USG EMPLOYEES WOULD NOT BE PERMITTED TO FLY ON LUFTHANSA BECAUSE OF THE POSSIBILITY OF TERRORIST ROCKET ATTACKS AGAINST LUFTHANSA AIRCRAFT. RUHNAU SAID THE LOBBYISTS ATTITUDE WAS THAT "NOW (JUST AFTER MOGADISCIO) THAT LUFTHANSA WAS DOWN, LET'S KILL IT." IN REPLY TO THE MINISTER-COUNSELOR'S STRONG DENIAL THAT USG ACTIONS ON SUCH MATTERS WERE DICTATED BY LOBBYISTS, RUHNAU WOULD ONLY SAY THAT HE WAS NOT CONVINCED.

3. DESPITE THE OBVIOUS RESIDUAL BITTERNESS OVER THE LUFTHANSA TERRORIST AFFAIR IN WHICH HE WAS PERSONALLY INVOLVED, RUHNAU SEEMED MORE UPSET WITH THE NETHERLANDS THAN WITH THE U.S. HE CLEARLY BELIEVED THAT THE DUTCH HAD ACTED IMPROPERLY IN BREAKING WITH ECAC POLICY AND MAKING AN AGREEMENT WITH THE U.S. THAT PROVIDED FOR LOW FARES AND COUNTRY OF ORIGIN CHARTER RULES. HE SAID A GREAT MANY PASSENGERS WOULD GO FROM GERMANY TO AMSTERDAM TO FLY KLM. WITHOUT QUITE SAYING THE FRG WOULD APPLY THEM, HE NOTED TWICE THAT THE DUTCH WERE VULNERABLE TO GERMAN RESTRICTIONS ON TRANSIT OF DUTCH SURFACE FREIGHT ACROSS FRG TERRITORY. CONFIDENTIAL

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4. THE MINISTER-COUNSELOR EXPLAINED THAT USG POLICY WAS BASED ON A BELIEF THAT LOW FARES WOULD SERVE BOTH THE AIRLINES AND THE CONSUMER BY MAKING AIR TRAVEL ATTRACTIVE TO MORE PEOPLE. HE POINTED OUT THAT

NOTE BY OC/T: DISSEMINATION COORDINATED WITH MS. KENNEDY, S/S-O.

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C O N F I D E N T I A L SECTION 02 OF 02 BONN 05177

THE USG PURSUED ITS POLICY INTERNATIONALLY BY NEGOTIA-  
TION WITH THE OTHER GOVERNMENTS CONCERNED OR WITHIN THE  
TERMS OF BILATERAL AGREEMENTS AND NOTED THAT DEPASSTSEC  
ATWOOD WOULD BE MEETING WITH FRG AVIATION OFFICIALS ON  
MARCH 23 FOR INFORMAL DISCUSSIONS ON BILATERAL AVIATION  
MATTERS. RUHNAU REPLIED THAT HE WELCOMED THIS NEWS AND  
ASKED THE MINISTER-COUNSELOR TO CALL ON HIM IF THERE  
WERE ANY PROBLEMS AFTER ATWOOD'S TALKS.

5. COMMENT: DESPITE THE STRENGTH OF HIS REMARKS,  
RUHNAU WAS COURTEOUS AND FRIENDLY THROUGHOUT THE  
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DISCUSSION. HE NORMALLY DOES NOT DEAL DIRECTLY WITH  
AVIATION MATTERS AND OBVIOUSLY DID NOT HAVE A DEEP UN-  
DERSTANDING OF THE ISSUES. HIS REMARKS ON THE  
LUFTHANSA TERRORIST THREAT APPARENTLY DERIVE FROM HIS  
PARTICIPATION ON THE CRISIS STAFF THAT WAS SET UP WHEN  
SCHLEYER WAS KIDNAPPED. HE MADE SIMILAR REMARKS AT THE  
TIME OF THE THREAT TO LUFTHANSA, AND APPEARED DISSUADED  
AFTER SOME LONG EXCHANGES, BUT HE EVIDENTLY HAS NOW  
CHOSEN TO REPEAT THIS THEME. IT IS DOUBTFUL THAT THIS  
WAS PART OF HIS BRIEFING FROM FEDERAL MINISTRY OF  
TRANSPORT AVIATION SPECIALISTS. WE ALSO WOULD GUESS  
THAT HIS IMPLIED THREATS OF RETALIATION AGAINST THE

DUTCH WERE HIS OWN IDEA AND NOT A CONSIDERED POLICY  
OF THE MINISTRY.  
STOESSEL

NOTE BY OC/T: DISSEMINATION COORDINATED WITH MS. KENNEDY, S/S-O.

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## Message Attributes

**Automatic Decaptioning:** Z  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** CIVIL AVIATION, POLICIES, DIPLOMATIC DISCUSSIONS, MEETING REPORTS  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 21 mar 1978  
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**Decaption Note:** 25 YEAR REVIEW  
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**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
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**TAGS:** EAIR, GE, NL, US  
**To:** STATE  
**Type:** TE  
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